

Message Text

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ACTION ARA-10

INFO OCT-01 EUR-12 ISO-00 ARAE-00 SP-02 AID-05 EB-07

NSC-05 CIEP-01 TRSE-00 SS-15 STR-04 OMB-01 CEA-01

CIAE-00 COME-00 FRB-03 INR-07 NSAE-00 USIA-06 XMB-02

OPIC-03 LAB-04 SIL-01 INT-05 GSA-01 DODE-00 PM-04

H-02 L-03 PA-01 PRS-01 IO-10 IGA-01 /118 W

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FM AMEMBASSY LIMA

TO SECSTATE WASHDC PRIORITY 7277

INFO AMEMBASSY LONDON

C O N F I D E N T I A L LIMA 8680

EO 11652: GDS

TAGS: EMIN, EINV, EALR, ETRD, PFOR, PE

SUBJ: PERU NAMES DELEGATION TO MEETING OF ASSOCIATION OF
IRON ORE EXPORTING COUNTRIES - MARCONA CASE

REF: LIMA 6640

1. LOCAL PRESS HAS ANNOUNCED THAT MINISTER OF MINES GENERAL LUIS
LA VERA VELARDE WILL HEAD PERUVIAN DELEGATION TO OCTOBER 20-26
MEETING

OF ASSOCIATION OF IRON ORE EXPORTING COUNTRIES IN LONDON. OTHER
PERUVIAN DELEGATION MEMBERS INCLUDE DR. CESAR DELGADO, HEAD OF
MINISTRY OF MINES LEGAL OFFICE; JUAN AYZA RIESCO, GENERAL MANAGER
OF HIERROPERU, ALBERTO RUBINA PAREDES, GENERAL MANAGER OF MINERO-
PERU COMMERCIAL (MINPECO) AND THREE OTHER OFFICIALS.

2. COMMENT: THE EMBASSY HAS OBTAINED SENSITIVE INFORMATION
INDICATING THAT THE DELEGATION OF PERUVIANS REPRESENTING HIERROPERU
(THE NEW STATE IRON ORE COMPANY FORMED FROM THE HOLDING OF THE
NATIONALIZED ASSETS OF MARCONA, THE U.S.- OWNED COMPANY) AND
MINPECO MET IN PARIS ON SEPTEMBER 11 TO DISCUSS INCREASED IRON
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ORE PRICES. ACCORDING TO OUR INFORMATION, THE PRODUCERS ASSOCIATION

AGREED AT THAT TIME TO ATTEMPT TO NEGOTIATE INCREASED PRICES OF ORE, "BETWEEN 15/30 TO COVER HIGHER COSTS". (WE DO NOT KNOW WHAT THESE NUMERICAL REFERENCES ARE.) ACCORDING TO OUR INFORMATION, THE GOP DELEGATION HAS BEEN ORDERED TO MAINTAIN CLOSE CONTACT WITH THE IRON ORE PRODUCERS ASSOCIATION IN ORDER TO ATTEMPT TO OBTAIN HIGHER PRICES. WITH REGARD TO THE MARCONA NATIONALIZATION, IT SEEMS EVIDENT THAT THE GOP DELEGATION WILL PRESENT ITS CASE TO THE OTHER ASSOCIATION MEMBERS, AND WILL ALMOST UNDOUBTEDLY TAKE THE OPPORTUNITY TO SOUND OUT BRITISH, AND POSSIBLY OTHER EUROPEAN IRON ORE CONSUMERS AS TO THEIR INTENTIONS ABOUT BUYING PERUVIAN ORE. WE PRESUME THE PERUVIANS WILL STATE THAT SINCE THE GOP HAS BROKEN OFF NEGOTIATIONS WITH MARCONA, THERE SHOULD BE NO IMPEDIMENT TO IMMEDIATE PURCHASERS OF ORE BY EUROPEAN CONSUMERS. WE WOULD APPRECIATED ANY INFORMATION EMBASSY LONDON MAY BE ABLE TO OBTAIN CONCERNING PERUVIAN EFFORTS TO MARKET THEIR ORE IN WESTERN EUROPE. DEAN

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Margaret P. Grafeld
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